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## State Approves TNSI Security & Fire Certification Courses

The Tennessee Network of Security Integrators (TNSI) successfully launched its new Training Program in 2020 with great success despite the Covid-19 pandemic. Tennessee is excited to be offering its own TN Security Certification



Course and TN Fire Certification Course in 2021. Both courses ARE APPROVED by the TN Alarm Systems Contractors Board for initial application for a Tennessee Qualified Agent license in Burg and Fire. The TN Security Course meets the new employee training requirement set forth in Tennessee Code 62-32-312(g). These NEW TN courses will also be available to take online through our new training provider Innovative Resources.

Tennessee also offers 8 hours of FREE CEU's to members twice a year. TNSI hosts a traveling CEU day in February of each year with stops in Memphis, Nashville, Johnson City, Knoxville and Chattanooga. TNSI also offers 8 CEU hours at their annual Convention in September of each year. You are welcome to view our 2021 Training Schedule at any time on our website at [www.theTNSI.org](http://www.theTNSI.org).

Below are the states that have approved our TN Security & TN Fire Certification courses:

- ALABAMA has approved our TN Security Certification Course for initial licensing and our TN Fire Certification Course for CEUs.
- ARKANSAS has approved our TN Security Course for initial licensing. No CEUs are needed in Arkansas.
- GEORGIA does not have State licensing. Cobb County has a LVL2 Fire requirement, however, our Fire course does not qualify for it.
- KENTUCKY is not a licensing state. However, all fire alarms must be inspected and approved by a certified state fire inspector. Louisville has its own fire alarm ordinance. Our TN Fire Certification Course is pending CEU approval for Fire Inspectors.
- MISSISSIPPI has approved our TN Security Certification Course for initial licensing and CEUs and has approved our TN Fire Certification Course for CEUs.

A 2021 TNSI Training Schedule is also available on the TNSI website at [www.theTNSI.org](http://www.theTNSI.org).

If you have any questions about Tennessee Training, please call or Email TNSI Executive Director Penny Brooks at 615.791.9590 or [ExecutiveDirector@theTNSI.org](mailto:ExecutiveDirector@theTNSI.org).

## TNSI 2021 TRAINING SCHEDULE

TNSI is excited to be offering its own TN Security Certification Course and TN Fire Certification Course in 2021. Both courses ARE APPROVED by the TN Alarm Systems Contractors Board for initial application for a Tennessee Qualified Agent license in Burg and Fire. The TN Security Course meets the new employee training requirement set forth in Tennessee Code 62-32-312(g). These NEW TN courses will also be available to take online through our new training provider Innovative Resources.

Below is a schedule of training that TNSI will offer through December 2021. TNSI accepts VISA and MASTERCARD. DEADLINE to register is two weeks prior to each course. Payment must be received before your attendance is confirmed. All courses require at least 10 students. Fees listed are for TNSI members, non-members pay an additional \$200/course.

## TN SECURITY & FIRE CERTIFICATION

Cost \$390

February 12-14	.....TN Security Certification (24 hours)	.....Germantown
February 12-14	.....TN Security Certification (24 hours)	.....Knoxville
February 19-21	.....TN Security Certification (24 hours)	.....Nashville
March 5-7	.....TN Security Certification (24 hours)	.....Chattanooga
March 13-14	.....TN FIRE Certification (16 hours)	.....Knoxville
March 20-21	.....TN FIRE Certification (16 hours)	.....Germantown
April 9-11	.....TN Security Certification (24 hours)	.....Johnson City
April 17-18	.....TN FIRE Certification (16 hours)	.....Chattanooga
April 24-25	.....TN FIRE Certification (16 hours)	.....Nashville
May 1-2	.....TN FIRE Certification (16 hours)	.....Johnson City
May 14-16	.....TN Security Certification (24 hours)	.....Nashville
May 21-23	.....TN Security Certification (24 hours)	.....Germantown
June 4-6	.....TN Security Certification (24 hours)	.....Knoxville
June 12-13	.....TN FIRE Certification (16 hours)	.....Germantown
July 9-11	.....TN Security Certification (24 hours)	.....Chattanooga
July 17-18	.....TN FIRE Certification (16 hours)	.....Knoxville
July 23-25	.....TN Security Certification (24 hours)	.....Nashville
August 7-8	.....TN FIRE Certification (16 hours)	.....Nashville
August 27-29	.....TN Security Certification (24 hours)	.....Germantown
Sept 8-10	.....TNSI ANNUAL CONVENTION	.....Franklin
Sept 17-19	.....TN Security Certification (24 hours)	.....Johnson City
Sept 25-26	.....TN FIRE Certification (16 hours)	.....Germantown
October 8-10	.....TN Security Certification (24 hours)	.....Knoxville
October 23-24	.....TN FIRE Certification (16 hours)	.....Knoxville
November 5-7	.....TN Security Certification (24 hours)	.....Germantown
Nov 12-14	.....TN Security Certification (24 hours)	.....Nashville
Nov 20-21	.....TN FIRE Certification (16 hours)	.....Germantown
December 4-5	.....TN FIRE Certification (16 hours)	.....Nashville

[Details about TNSI CEU Courses continued on page 18](#)

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## CAA, WBFAA Launch Field Service Technician Training



The California Alarm Association (CAA) and WBFAA UATC have launched an online training program including a 24-hour Field Service Technician 1 (FST1) and a comprehensive CEU package at www.nationaltrainingprogram.com. The program is a result of a partnership of the organizations and is offered nationwide.

“The FST1 training course is the first of a series of courses that address the foundational needs of our industry and provides technicians fundamental training they need in the field,” said Tim Westphal of Bay Alarm. “The WBFAA is a proven provider of education and serves more than 100 companies in California through our Fire/Life Safety certified technician and apprentice program. Westphal initiated the training program during his tenure as President of the CAA.

The FST1 course includes basic communication and safety as well as introducing to tools, construction math, NEC and electrical drawings. The interactive online course covers DC circuits, low voltage cabling and intrusion detection systems. Student price for companies who are members of electronic security associations is \$250 (\$350 for

non-members). Course information is available at www.nationaltrainingprogram.com.

The CEU Packet includes 190 hours of relevant courses for \$150 (\$250 for non-members) for a one-year subscription. The catalog includes IP Video and Networking, Access Control Systems, NICET Fire Alarm System Prep, Customer Service and sales in the Security Industry, Codes and Standards and much more.

“The WBFAA serves nearly 1,000 technicians on an ongoing basis, and we are confident this training program will meet the

training needs of companies in California as well as nationally,” said Ron Lander, Chair of the WBFAA UATC. The WBFAA manages a state and federally approved apprentice program. “The FST1 curriculum was developed by Shane Clary of Bay Alarm along with Chuck Petrusa of Advanced Security Systems and is ideal for onboarding new technicians.”

The National Training Program offers partnership programs for state associations to financially support education, training, and outreach programs. For more information, visit www.nationaltrainingprogram.com. Or call 800-901-2390.



## Automatic Fire Alarm Association

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**NETWATCH GROUP's** Board has appointed Kurt Takahashi as Chief Executive Officer for the Group. He will work with Wendy Hamilton, who has led the group from Ireland through the covid-19 disruption, to take over the reins of all business-related functions, including developing and executing strategy to grow Netwatch's Proactive Video Monitoring and Contract Monitoring Services. Takahashi recently held the position of CEO of Pelco where he led the transition from Schneider Electric to a fully independent Pelco. Takahashi was the President of AMAG Technology and Vice President of Global Sales and Marketing at Quantum Secure. "I am honored and excited to lead the Netwatch Group. Netwatch, NMC and CalAtlantic are innovative businesses that provide solutions and services that help a wide range of customers utilize technology to enhance their security risk profile. As well as European based services, we can offer customers a fully American based monitoring service which many customers want." said Takahashi.

**NATIONAL MONITORING CENTER (NMC)** unveiled its new website, designed to support its strategic goal to provide an exceptional experience to dealers and integrators through an intensive focus on quality, simplicity, and consistency. "The primary goal was to enhance value by creating a unified platform that improved visibility, functionality, and ease of access to information," says NMC President, Woodie Andrawos. "The website

achieves this and demonstrates NMC's unwavering commitment to developing opportunity for our dealers." The multi-phase project involved feedback from dealers and integrators, as well as NMC sales, customer service representatives, engineering, commissioning, onboarding, operations, dealer relations, and management teams. The professional development team used the insights and pain points to identify new opportunities as a clear context for design and navigation. The new website represents an intuitive market-leading platform that allows users to quickly access information and capabilities that support business growth. To view the new website, visit <https://nmccentral.com>.

**MARKS USA**, a division of **NAPCO Security Technologies**, announced that its new anti-ligature slide models are gaining popularity. New to the LifeSaver series, the 5-Point Ligature-Resistant Slide Behavioral Health Models are Grade 1 anti-ligature locksets, available in cylindrical and mortise. The solid stainless steel handle slides down freely in the locked or unlocked position and is tamper-proof through-bolted for durability & easy-installation. They meet the latest BHMA 156.34 Anti-Ligature trim standard, accepted by OMH, NYS Office of Mental Health Patient Safety Standard and are JHACO approved. They are also available with GermAway™ anti-microbial finish, a built-in germ barrier & special antimicrobial finish that inhibits microbial growth of dangerous microorganisms, mold, mildew and fungi. Used by leading institutions nationwide, LifeSaver Series of anti-ligature locksets, by Marks USA, meet or exceed today's patient safety standards for managed liability, accident prevention and security in behavioral & health care institutions and correctional facilities. For more information on Marks USA LifeSaver Series call 800-645-9445, email [info@marksusa.com](mailto:info@marksusa.com), or visit [www.marksusa.com](http://www.marksusa.com).

**COPS MONITORING** announced it has taken all necessary steps to prove its good faith effort to achieve compliance with the Health Insurance Portability and Accountability Act (HIPAA). By doing so, COPS has earned Seal of Compliance, a distinction issued only to organizations that have implemented an effective HIPAA compliance program through the use of Compliancy Group's exclusive program, **THE GUARD**. By completing Compliancy Group's Implementation Program, COPS Monitoring has demonstrated its adherence to the meticulous regulatory standards outlined in the HIPAA Privacy Rule, Security Rule, Breach Notification Rule, Omnibus Rule, and HITECH. Through the use of The Guard, COPS Monitoring can manage its continued compliance. "We have a profound respect for what it means to be a professional monitoring provider of millions of homes and businesses," explained COPS Monitoring's president Jim McMullen. "In addition to protecting their data with state-of-the-art technology, we believe the independent verification of our HIPAA compliance is another step in the right direction to guarding our dealer and customer, and a valuable addition to our SOC 2 attestation."



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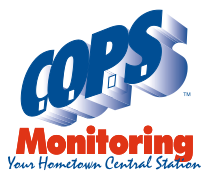
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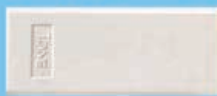
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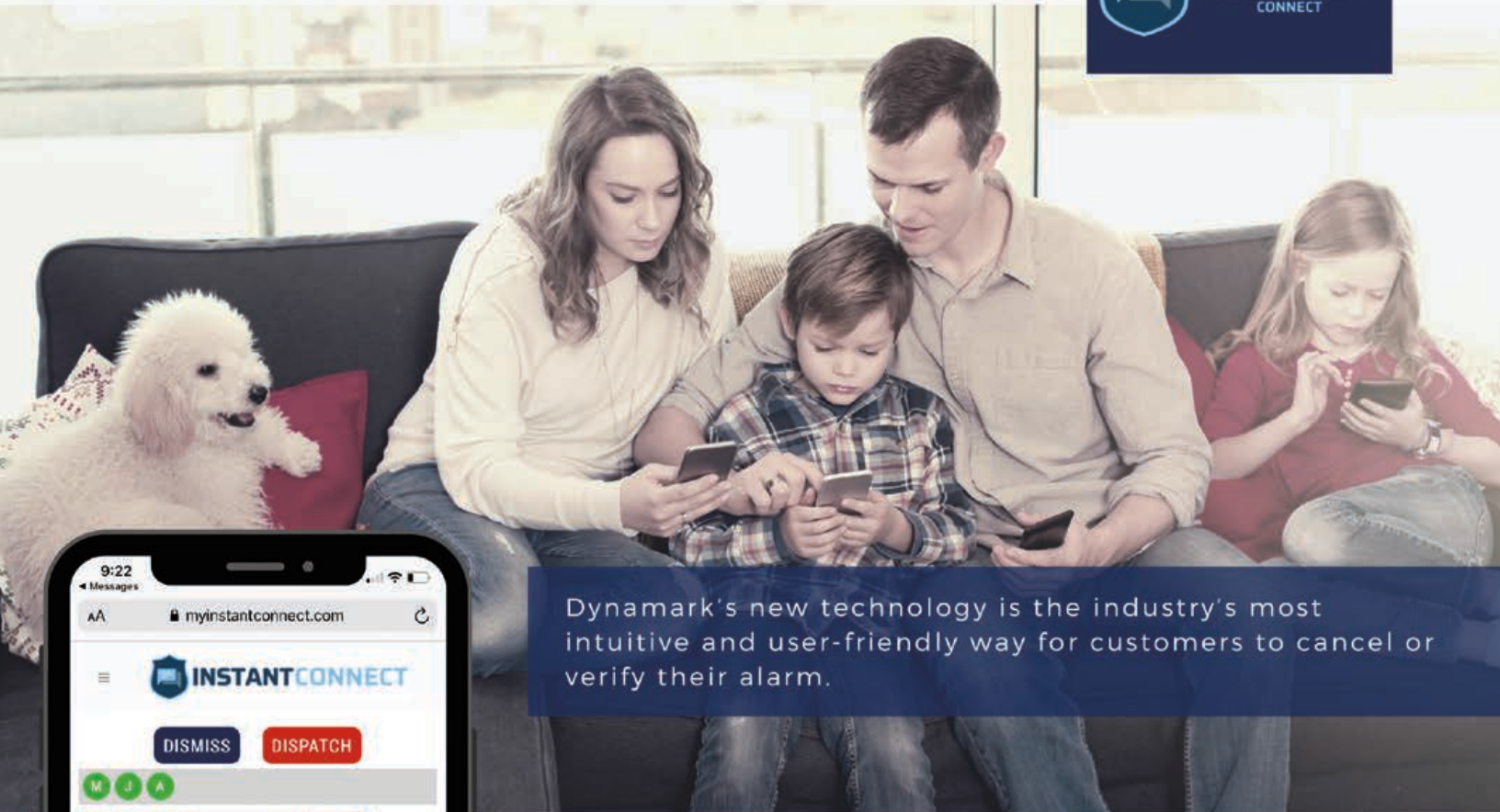
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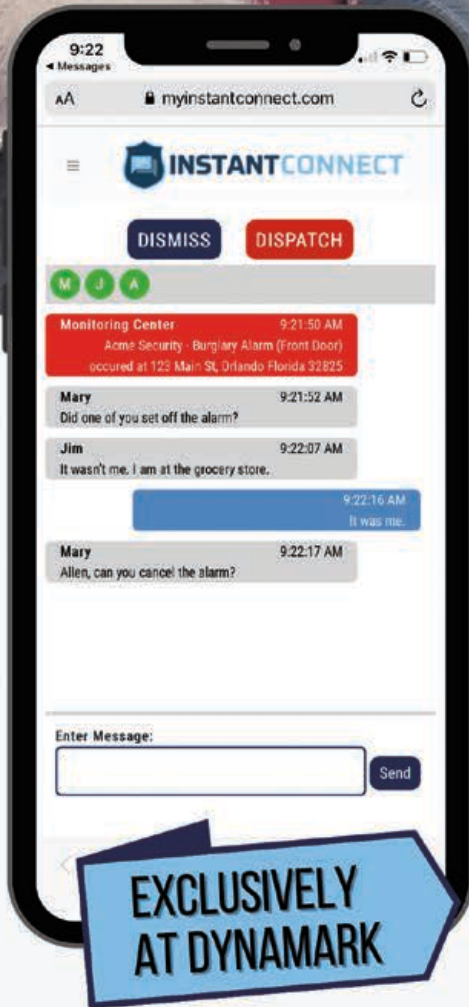


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TNSI Training continued from page 1

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## Is Solar in the Future for Your Company?



By Tony Smith

I spoke last week to a client dealer of mine in the Mid-West who is considering working with SFA and our new financing program. During that conversation, he told me that he had just contracted with a roofing contractor to partner in the sales and installation of rooftop solar panels. That unexpected comment left me momentarily speechless. Most of us are aware that Vivint is a major player in solar as well as the second largest alarm company behind ADT. Many also probably think solar is also like being in the lock and key industry. Perhaps, but the necessary business scale for solar is significantly larger.

### Will Rooftop Solar Save Or Cost More Money Than Gas Generation?

Major utilities and supporters of large solar farms look to that technology rather than rooftop solar to be the transfer agent to increase our use of renewable energy. Chris Clack, an energy systems researcher, has a different approach.

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His (and his co-authors) recently released report suggests that eliminating nearly all of models the earth's fossil fuel power generation and replacing it with roof-top and local solar plus batteries would generate a savings of \$473 billion. Upon reflection, this should not be a surprise. Solar and battery technology have developed dramatically over the last 10-15-years. Clack's computer model contains 10,000 more data points than traditional models and requires him to run his custom computer system for 5 days to get his results. One of the reasons is the significant investment that has gone into the grid, that interconnecting mass of wire that transports our energy kilowatts from generating stations to each home and business. Yes, that same grid that has been shown to start fires in our national forests. His report further shows that if we had a national policy to reduce fossil emissions in 2050 by 95%, the savings from rooftop and local solar would amount to \$301 billion. When Clack optimized his smaller-scale model, he found that the cheapest way to reduce emissions is to build \$247 gigawatts of rooftop and local solar (approximately 20% of our current generating capacity). Here consumers would save \$473 billion when compared to what electricity would normally cost. When Clack had his system mimic traditional models that favor solar and wind renewable sources, he found that consumers would pay \$385 billion more for power over the next 30 years. For truth and clarity, it is important to note that Clack's research was funded by several pro-solar foundations.

Jesse Jenkins, a Princeton researcher, focused his doctoral dissertation on the same issues that Clack is trying to answer. His results, trying to answer the same questions as Clack's, were not as optimistic, but were still encouraging. He felt that large solar and wind farms were a cheaper way to generate kilowatts. His report, as lead author of Net-Zero America, also reached the same conclusion, that we could achieve zero emissions by 2050.

### What Are Some Of The Other Factors To Be Considered?

Before we try to answer any questions, there are several other factors to be considered. The first is the cost of rooftop solar. The cost of this technology has been reduced to where it is arguably close to fossil fuel generated kilowatts, but it also requires batteries to store the rooftop power through the night, cloudy days, and major storms. Battery technology for roof top and solar farms has also improved, but not to the same extent as solar itself. How about the Grid? Virtually the entire country is interconnected with a power grid that is both a marvel and a danger.

The maintenance cost on this grid is enormous and the actual loss of power in the transmission is significant. When wind and storms develop, the reliability of the grid is suspect. This article is being written through several power outages. It does not seem that there will be significant movement to solar rooftop until there is a government subsidy to encourage utility participation in the process. The subsidy that the automobile industry has received and is still earning is evidence that technology will follow the dollars. This massive technology shift is a U.S.A. opportunity which will provide employment and value to our economy beyond the greening of our power system. Next month, we will discover how the Vivint example may be one worth following.

*Tony Smith is a Past President of the CAA and a former member of the Board of ESA. He is the Founder, President and CEO of Security Funding Associates, a leading industry financial services firm. He may be reached at tsmith@securityfundingsolutions.com or (855) 723-2229.*

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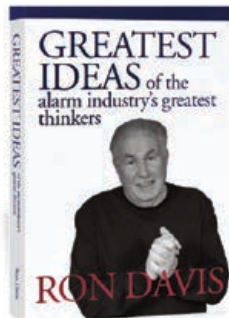
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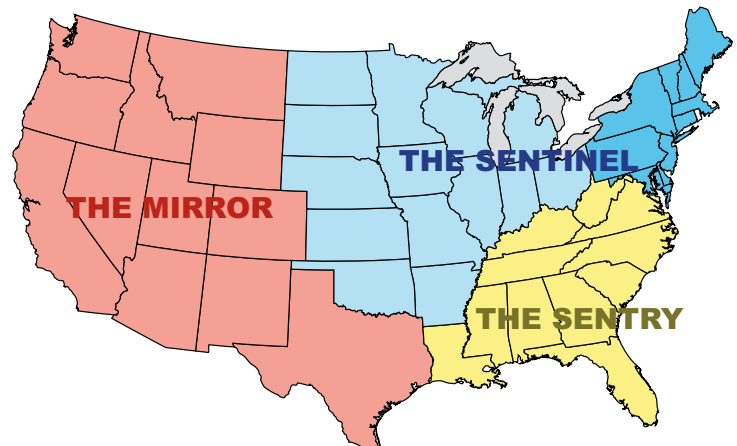
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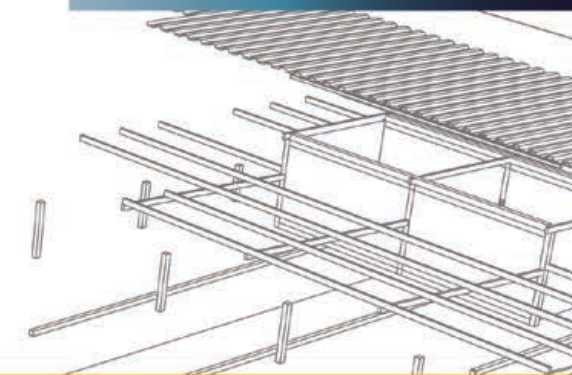
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